

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Johnson Electric Coil Co

#### Northwest Wisconsin Manufacturing Outreach Center

#### Johnson Electric Coil Co. Increases Sales with Lean

**Client Profile:**

Johnson Electric Coil Co, founded in 1934, designs and manufactures custom transformers and inductors. The company employs 150 people at its facility in Antigo, Wisconsin.

**Situation:**

Over the years, Johnson Electric Coil Co. president, Bill Bockes, had called upon the Northwest Wisconsin Manufacturing Outreach Center (NWMOC), a NIST MEP network affiliate for assistance redefining the company's mission, values and vision. In the years following, several Lean projects were completed. When Bockes needed a manufacturing plan for a new product type, once again he called upon NWMOC for help.

**Solution:**

NWMOC Project Manager Jim Van Grinsven worked with Johnson Electric Coil employees to help them become more "Lean" in their manufacturing processes as well as their paperwork systems and flow. Several 5S events were also conducted. The Lean initiative at the company has resulted in 50 percent return on quotes, which skyrocketed to an 85 percent return. Of 100 new part numbers, 46 percent of them arrived in a three-month period this summer when many employees were taking vacations. Yet, they were still able to increase throughput, moving from 80 coils in a 10-hour shift to 93 coils in 7.5 hours in one assembly area. The winder area formerly required 5 days plus overtime to get the job done; now it takes only 3 days. Reorganized work cells save rework on coils because employees can do it right the first time. "There's no consulting firm that gives you what the NWMOC does," concluded Bockes.

**Results:**

- \* Increased sales by \$1.5 million.
- \* Realized \$250,000 in cost savings.
- \* Increased productivity by 20 percent.
- \* Increased throughput by 20 percent.
- \* Improved employee morale.

**Testimonial:**

"With the NWMOC, you don't get what you pay for; you get much, much more!"

William Bockes, President